



LITTLE TRAVERSE BAY BANDS OF ODAWA INDIANS  
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TRIBAL COUNCIL TRAVEL REPORT NARRATIVE

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**From:** Kevin A. Gasco

**Date:** April 5, 2013

2013 National Indian Gaming Association Tradeshow and Convention

I went to the NIGA Convention with the Resolution which designated me to be our Representative to vote on matters being considered by the National Indian Gaming Association members. When I arrived on Sunday I went to register and found everything was in order. The delegate booth was not open on Sunday so I needed to do that on Monday morning. I went to the delegate station as soon as I arrived on Monday. I was told that our membership dues weren't paid so I was not able to be recognized as a delegate. I called the OCR Director of Finance who informed me that the NIGA dues are paid by the Tribe and then reimbursed by the Casino. I contacted Vice Chairperson Julie Shananaquet who assisted with finding the necessary information. I was told the dues would be paid by check and the scanned check would be emailed to the delegate credentials staff person at NIGA. It was accomplished the next day after all the votes were taken. The Secretary and Chairman of NIGA both ran unopposed so there really wasn't much to vote on but I'd like this process to be written somewhere or a procedure developed to ensure our elected representative is able to vote on any issue which may arise.

I went to one training session that focused on strategic planning and economic diversification. I was not able to stay until the end due to a previously scheduled meeting and had asked that the power point be sent to me but I have not received it yet. The session I attended was titled "Tribal Council and Enterprise Board Development-Are You Addressing the Risks That Threaten Your Organization?". I am still hoping to get the power point because the presenter, Donald Zillioux Ph.D who is CEO of Strategic Development Worldwide, LLC, seemed to have experience in Indian Country and had some very good slides addressing areas of concern as our Tribe as we attempt to diversify our economy. I will attempt to make contact with the presenter if I do not receive anything soon.

I attended meetings set up by the Director of Treasury with groups interested in working with us on refinancing our Casino bonds and the proposed Mackinaw City project. We met with people from Wells Fargo and PNC Bank. The meetings were more focused on relationship building as part of the groups risk assessment. Overall, I left with the impression that PNC was a group really interested and willing to take whatever time necessary to assist with our projects. The lady from Wells Fargo was pleasant but seemed really busy and not able to make as much time to get to know each other well. We met with another individual that assists the Shakopee Mdewakanton Sioux with their loan program. They have set a limit of outstanding loans at \$500 Million and work with Tribes on loans that are in the relative range of what we are looking at doing. They charge around 6% but will stretch payments out a little longer than banks and can make other considerations that banks might not. We talked briefly about their grants program as well but he didn't have that much information about grants but told us how we could get more information.

We also attended a very informative meeting at Sovereign Finance's headquarters. We saw the Monte Carlo simulations which take information supplied and different scenarios can be run based on the information. The examples of scenarios are a 550 machine casino, a 177 machine casino and adding a hotel onto the existing casino in Petoskey. I think that having Sovereign Finance do a demonstration to the full Council would be beneficial as we move forward. They are also developing a presentation for the Membership meeting.

While on the Trade Show floor, I saw some interesting demonstrations and tried some samples of various products related to gaming and hospitality. I will note a couple of them here and forward information to the appropriate people at the Casino. One demonstration I saw and thought was interesting was Bingo Nation. This is a kiosk based bingo game where the numbers are going to be drawn on a nationally televised game show. The size of the jackpots will depend on the number of Tribes involved but could end up being quite large. There are many professionals that have been involved with game shows in the past that are assisting with this project. The demo I saw looked like any other game show I've seen on TV. I sampled a couple of different choices of Ditka Sausages and really liked them. I would like our Food and Beverage staff to try them to see if there's a place where would could serve them. There were two companies that supply gaming and hotel operations with coffee and I will forward that information to Hospitality staff as well. Another company I've spoken with previously at the Global Gaming Expo in Las Vegas was Veridocs. This company offers portable ID checking equipment which does not only read the magnetic strip but compares what should be on the front and back of the ID to ensure that they match. Most mobile ID checkers do not do both. This equipment also enables staff to have a "database" of ID's checked to be able to "put a face to a name". This company's software also includes an electronic MTL (Multiple Transaction Log) which is used by Cage and Pit personnel to accurately report Title 31 issues. I will be receiving information from the Director of Business Development at Veridocs.

Also, while on the Trade Show floor, I stopped by and talked with people at McGladrey which is an accounting firm that does training and has a forensic team as well. I met a couple of staff that used to work for the Nevada Gaming Control Board and they do investigative techniques training at Casino locations. I will forward that information to staff at the Gaming Regulatory Department. While there, I was also introduced to a couple of members of a California Tribe which are developing an internet gaming platform and company. I forwarded contact information to the Treasury Director since he has been given the task of investigating options for Tribal Council. While the financing method seems out of the ordinary, I thought that we should look into it nonetheless.

I am very grateful to the Gaming Authority Committee for my opportunity to attend then National Indian Gaming Association Trade Show and Convention. I think it would be good for every member of the GA to attend this convention at least once. I hope the process of paying our NIGA dues will become more automatic so our representative can vote in elections and any other matter of business before the convention.

Miigwetch,

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